

**DEPARTMENT OF ADMINISTRATION
PROCUREMENT DIVISION
RECOMMENDATION OF AWARD**

TO: Teresa Deaton-Reese

FROM: Whitney Gehlhausen

DATE: 4/14/2009

EST. AMOUNT: 1,152,408.58

REQ: ASA9-9-74

OVER 10% OF ESTIMATE

YES: NO: X

AGENCY: IDOA Procurement/ASA (ISP)

DESCRIPTION: Laboratory and Forensic Supplies

TOTAL NUMBER OF SOLICITED VENDORS: 441

TOTAL NUMBER OF INDIANA FIRMS SOLICITED: 313

TOTAL NUMBER OF MINORITY & WOMAN VENDORS SOLICITED: MBE 16 WBE 16

SMALL BUSINESS SET-A-SIDE: N/A

RECYCLED PRODUCTS SOLICITED: N/A

SECRETARY OF STATE:

SAVING AMOUNT OF SPLIT: \$32,179.69

MINORITY BUSINESS PARTICIPATION: YES If yes, percentage(s) 85% award amount: \$ 122,8960.28

WOMAN-OWNED BUSINESS PARTICIPATION: YES If yes, percentage(s) 5% award amount: \$ 136,468.52

QUOTE/BIDS WERE RECEIVED FROM THE FOLLOWING VENDORS:

Round 1

<u>VENDOR</u>	<u>AMOUNT</u>	<u>INDIANA FIRM</u>	<u>PREFERENCE CLAIMED</u>	<u>BUY AMERICAN</u>	<u>EVAL. AMOUNT</u>	<u># OF NO BIDS</u>
1. Rayson Healthcare Inc	\$86,828.99	No	none	NO	\$86,828.99	87
2. Sirchie Acquisition Company, LLC	\$858,128.40	No	none	NO	\$858,128.40	0
3. Forensic Legal Nurse Consultants	\$1,063,820.04	Yes	ISBP 15%	NO	\$904,247.03	2
4. Tri-Tech Forensics	\$1,117,828.14	No	none	YES	\$1,117,828.14	17

If awarded: **\$805,773.40**

Round 2

<u>VENDOR</u>	<u>AMOUNT</u>	<u>INDIANA FIRM</u>	<u>PREFERENCE CLAIMED</u>	<u>BUY AMERICAN</u>	<u>EVAL. AMOUNT</u>	<u># OF NO BIDS</u>
1. Rayson Healthcare Inc	\$57962.00	No	none	NO	\$57,962.00	87
2. Forensic Legal Nurse Consultants	\$755,899.32	Yes	ISBP 15%	NO	\$642,514.42	2
3. Sirchie Acquisition Company, LLC	\$858,128.40	No	none	NO	\$858,128.40	0
4. Tri-Tech Forensics	\$1098230.78	No	none	YES	\$1,098,230.78	17

*On Friday May 8, 2009 Forensic Legal Nurse Consultants withdrew their bid package. The following Recommend will reflect s Forensic Legal Nurse Consultants withdraw.

Specifications:

Specifications are satisfactory and allowed for open competition.

Delays:

No significant delays occurred. Various minor, yet time consuming delays can be attributed to a large learning curve, contract clearances, agency approvals, vendor verifications.

Preferences:

Tri-Tech Forensics claimed the US Manufactured Preference. Rayson Healthcare, INC claimed the Indiana Small Business Preference, however, after reviewing their bid package, it was discovered that they did not qualified for the Indiana Small Business Preference. Sirchie Acquisition Company, LLC did not claim any preferences. Tri-Tech is the only vendor who bid the US Manufactured Preference. I'm requesting an exception to award outside that preference for a savings of \$299,871.15 (\$1,098,230.78 - \$796,513.60).

Recommendation Narrative:

Round 1

Rayson Healthcare, INC was the lowest bidder in round one. However, they had 87 no bids, which explains their lower cost. Furthermore, they claimed the Indiana Small Business Preference, but in fact misunderstood. They are a small business just not in the state of Indiana. They met all requested specifications and were moved forward to Round Two.

Sirchie Acquisition Company, LLC was the second lowest bidder in round one and did not claim any preference. They meet all required and requested specifications and were moved forward to Round Two.

Forensic Legal Nurse Consultants had the third lowest bid in round one. They claimed the Indiana Small Business Preference, which carries an evaluation factor of 15%. They also met all requested specifications and were moved forward to Round Two.

Tri-Tech Forensics had the highest bid in round one. They claimed the US Manufactured preference, which an exception is requested. They had four items that did not meet agency specifications. However, the rest of the bid met all required and requested specifications and was moved forward to Round Two.

Round 2

Fair & Reasonable Pricing:

Pricing is fair and reasonable based on open competition and by prices submitted.

Split Award:

A split award is recommended. By splitting the award and awarding every item to the lowest evaluated price, we will save \$32,179.66. Savings from bidding out these items is \$341,208.03 (Estimated amount – lowest first round prices: \$1,152,408.58- \$811,200.55) Actual savings to the State of Indiana through negotiated bidding is \$7,413.77 (First Round Lowest Pricing – Second Round Lowest Pricing: \$805,773.40- \$798,359.63). **Overall net savings is \$355,894.40 (Estimated Amount – Second Round lowest Pricing: \$1,152,408- \$796,513.60) It should be reiterated that the lowest prices from each round has been calculated with the preferences in place as well as splitting the award to each lowest bidder.**

Lines1-5)

The lowest evaluated bidder for line item(s) 1-5 is Sirchie Acquisition Company, LLC (Sirchie). Sirchie did not claim any preferences, bid on above item(s) and met all specifications. Second lowest evaluated bidder was Tri-Tech Forensics (Tri-Tech). Tri-Tech claimed the US Manufactured preference, bid on above item(s) and met all specifications. Rayson Healthcare, INC did bid on above item(s). Having listed all of the above, Sirchie is being recommended for award of Line Item(s) 1-5.

Lines 6)

The lowest evaluated bidder for line item(s) 6 is Sirchie Acquisition Company, LLC (Sirchie). Sirchie did not claim any preferences, bid on above item(s) and met all specifications. Tri-Tech and Rayson Healthcare, INC did bid on above item(s). Having listed all of the above, Sirchie is being recommended for award of Line Item(s) 6.

Lines6-10)

The lowest evaluated bidder for line item(s) 6-14 is Sirchie Acquisition Company, LLC (Sirchie). Sirchie did not claim any preferences, bid on above item(s) and met all specifications. Second lowest evaluated bidder was Tri-Tech Forensics (Tri-Tech). Tri-Tech claimed the US Manufactured preference, bid on above item(s) and met all specifications. Rayson Healthcare, INC did bid on above item(s). Having listed all of the above, Sirchie is being recommended for award of Line Item(s) 6-14.

Lines 11-14)

The lowest evaluated bidder for line item(s) 6 is Sirchie Acquisition Company, LLC (Sirchie). Sirchie did not claim any preferences, bid on above item(s) and met all specifications. Tri-Tech did not met specifications to bid on above items and Rayson Healthcare, INC did bid on above item(s). Having listed all of the above, Sirchie is being recommended for award of Line Item(s) 6.

Lines 15)

The lowest evaluated bidder for line item(s) 15 is Tri-Tech Forensics. As stated previously, Tri-Tech claimed the US Manufactured preference, bid on above item(s) and met all specifications. The second lowest evaluated bidder is Sirchie Acquisition Company, LLC (Sirchie). Sirchie did not claim any preferences, bid on above item(s) and met all specifications. Rayson Healthcare, INC did bid on above item(s). Having listed all of the above, Tri-Tech is being recommended for award of Line Item(s) 15.

Lines16)

The lowest evaluated bidder for line item(s) 16 is Sirchie Acquisition Company, LLC (Sirchie). Sirchie did not claim any preferences, bid on above item(s) and met all specifications. Second lowest evaluated bidder was Tri-Tech Forensics (Tri-Tech). Tri-Tech claimed the US Manufactured preference, bid on above item(s) and met all specifications. Rayson Healthcare, INC did bid on above item(s). Having listed all of the above, Sirchie is being recommended for award of Line Item(s) 16.

Lines 17)

The lowest evaluated bidder for line item(s) 17 is Tri-Tech Forensics. As stated previously, Tri-Tech claimed the US Manufactured preference, bid on above item(s) and met all specifications. The second lowest evaluated bidder is Sirchie Acquisition Company, LLC (Sirchie). Sirchie did not claim any preferences, bid on above item(s) and met all specifications. Rayson Healthcare, INC did bid on above item(s). Having listed all of the above, Tri-Tech is being recommended for award of Line Item(s) 17.

Lines18-23)

The lowest evaluated bidder for line item(s) 18-23 is Sirchie Acquisition Company, LLC (Sirchie). Sirchie did not claim any preferences, bid on above item(s) and met all specifications. Second lowest evaluated bidder was Tri-Tech Forensics (Tri-Tech). Tri-Tech claimed the US Manufactured preference, bid on above item(s) and met all specifications. Rayson Healthcare, INC did bid on above item(s). Having listed all of the above, Sirchie is being recommended for award of Line Item(s) 18-23

Lines 24-25)

The lowest evaluated bidder for line item(s) 24-25 is Tri-Tech Forensics. As stated previously, Tri-Tech claimed the US Manufactured preference, bid on above item(s) and met all specifications. The second lowest evaluated bidder is Sirchie Acquisition Company, LLC (Sirchie). Sirchie did not claim any preferences, bid on above item(s) and met all specifications. Rayson Healthcare, INC did bid on above item(s). Having listed all of the above, Tri-Tech is being recommended for award of Line Item(s) 24-25.

Lines26-28)

The lowest evaluated bidder for line item(s) 26-28 is Sirchie Acquisition Company, LLC (Sirchie). Sirchie did not claim any preferences, bid on above item(s) and met all specifications. Second lowest evaluated bidder was Tri-Tech Forensics (Tri-Tech). Tri-Tech claimed the

The lowest evaluated bidder for line item(s) 50 is Sirchie Acquisition Company, LLC (Sirchie). Sirchie did not claim any preferences, bid on above item(s) and met all specifications. Tri-Tech and Rayson Healthcare, INC did bid on above item(s). Having listed all of the above, Sirchie is being recommended for award of Line Item(s) 50.

Award Recommendation:

VENDOR

1. Tri-Tech Forensics
2. Sirchie Acquisition Company, LLC
3. Rayson Healthcare Inc

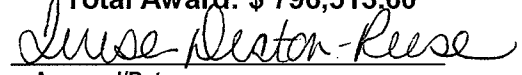
ITEMS

20
67
5

AMOUNT

\$150,253.20
\$397,218.40
\$57,962.00


Procuring Agent/Procurement Division/Date

Total Award: \$ 796,513.60

Approval/Date